To:	Connor Christon
Subject:	RE: Updated Flock contract terms
Date:	Thursday, February 19, 2026 2:06:04 PM
Attachments:	image001.png image002.png image003.png image004.png

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I do not work tomorrow. How about Monday?

Daniel Cohen
Division Commander
Santa Maria Police Department
(805)-928-3781 ext. 1234

From: Connor Christon <connor.christon@flocksafety.com>
Sent: Thursday, February 19, 2026 11:13 AM
To: Daniel Cohen <dcohen@cityofsantamaria.org>
Cc: Jake Sherman <jake.sherman@flocksafety.com>; Nathan Totorica <ntotorica@cityofsantamaria.org>
Subject: Re: Updated Flock contract terms

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Hey Dan,

Jake and I would like to hop on a zoom to discuss our options for your request from the other week. Do you have 15-20 minutes tomorrow morning to chat? If not, early next week works well for us.

Hope to hear from you soon,
Connor

On Tue, Feb 10, 2026 at 2:01 PM Daniel Cohen <dcohen@cityofsantamaria.org> wrote:

> Connor –
>
> I'm reaching out regarding our existing ALPR contract covering 104 cameras, which is currently set to expire in August 2028.
>
> A unique funding opportunity has become available this week, and I have a short window to present a proposal to the City. I would like to request a simple quote for the cost to extend coverage for these same 104 cameras for an additional three-year term, from August 2028 through August 2031.

The intent is to lock in pricing now and seek advance funding approval. This benefits the City by providing price certainty and long-term planning stability for a service that is not yet budgeted, and it benefits Flock by securing a continued multi-year partnership with a large existing customer.

I don't need a complex proposal, just a clear quote showing the total cost for the three-year extension period so I can present it this week.

Thank you for your quick assistance. Please let me know if you need any additional information from me.

Best regards,

Dan

Daniel Cohen
Division Commander
Santa Maria Police Department
(805)-928-3781 ext. 1234

From: Connor Christon <connor.christon@flocksafety.com>
Sent: Tuesday, February 10, 2026 11:39 AM
To: Daniel Cohen <dcohen@cityofsantamaria.org>; Jake Sherman <jake.sherman@flocksafety.com>
Subject: Updated Flock contract terms

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Hey Commander,

I wanted to get a little more clarification from you. Seeing that your renewal contract for the 104 cameras is set to renew in 08/2028. Please remind me exactly the terms you are hoping for in regards to the duration of the contract and the WHY behind it. I just wanted to be crystal clear when Jake and I take this to leadership so we can plea our best case.

Thank you,
Connor

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Connor Christon

Regional Customer Success Manager I

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